

RJ REYNOLDS

TOBACCO COMPANY

J. Campbell
Promotional Coordinator

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-4179
Fax (716) 634-3145

September 23, 1996

 **E-Mail**

DIVISION MANAGERS
1622 / 1623 / 1638

DORAL B1G1F / DECEMBER PROMOTION

Dear Managers:

Doral B1G1F residual from our December B2G1F is available as listed, to be used in opportunity accounts:

#/ B1G1F Cases by Brand Styles

| Division | FF King | Lt King | FF 100 | Lt 100 |
|------------------|----------------|----------------|---------------|---------------|
| 1622/ KLM | 16 | 16 | 16 | 16 |
| 1623/ RW | 16 | 17 | 17 | 16 |
| 1638/ RR | 16 | 16 | 16 | 16 |

Use the attached Order Form and fax / E-Mail to my attention by **October 11th**. All product will be scheduled for arrival at direct accounts on **November 25th**. Please be sure to communicate handling details to your sales personnel for this product. I have attached a *Doral Prebook Order Form* for your use.

If you have any questions, let me know.

Sincerely,



J. Campbell
Promotional Coordinator / 1610

/jc

cc: S. MacLeod
Retail Managers

51861 9196

DORAL B1G1F (#601794) RESIDUAL ORDER FORM

**** ALL RESIDUAL ORDERS WILL BE SHIPPED FOR ARRIVAL 11/25/96.**

**PLEASE COMPLETE THE FOLLOWING INFORMATION AND E-MAIL OR FAX TO
ROU BY OCTOBER 11TH:**

RJR MANAGER'S NAME:

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NUMBER OF CASES NEEDED EACH STYLE:

| SIS# | DIRECT ACCOUNT | FE | FE 100 | Lt | Lt 100 |
|-------------|-----------------------|-----------|---------------|-----------|---------------|
| | | | | | |
| | | | | | |
| | | | | | |
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***LIST DIRECT ACCOUNT NAME AND ANY SPECIAL ORDERING / SHIPPING
INSTRUCTIONS (I.E., DIFFERENT DELIVERY DATE, PO NUMBER, ETC.)***

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**RETURN TO J.CAMPBELL BY 10/1/96
DIVISION MANAGER'S FORM**

51861 9197

To: Myers, Keith, Ridge, Robert, Westenberger, R
From: Campbell, Judy
Posted: 10/2/96 16:28
Opened: 10/4/96 16:28
Subject: DORAL B1G1F RESIDUAL (DECEMBER)

CC: Burrows, Robert, Leonard, John M., Kight, Earl, Macleod, Stephen, Eckardt, Diane C.

51861 9198